

Sell Side Assistance and Pre-Sale Due Diligence

McGrathNicol helps our clients maximise the value of their businesses held for sale by providing an independent assessment of the company “looking through the eyes of a buyer”.

We identify value enhancers and value issues and assist management develop solutions for value issues. Financial data is presented for buyers to bid with confidence, whilst meeting the transaction timetable, maintaining competitive tension and minimising the disruption to the ongoing operations of the business.

Sell Side Assistance is primarily numbers and / or key issue focused, providing ad-hoc support throughout the sales process. Pre-Sale Due Diligence is a comprehensive fact based financial due diligence report on the business which may be available for the ultimate purchaser / lender to place reliance upon.

McGrathNicol Sell Side Assistance and Pre-Sale Due Diligence services focus on:

- + reliability of source data;
- + quality and sustainability of revenue, earnings and cash flows;
- + business drivers and trends in profitability;
- + quality of assets and judgemental / contingent liabilities;
- + assessing carve out and stand-alone cost structures;
- + assessing working capital and capital expenditure requirements;
- + reviewing audit work papers;
- + identification of value enhancers and value issues;
- + assisting management to develop solutions for value issues;
- + releasing our report to bidders and lenders;
- + data room preparation, quality control and management follow-up; and
- + potential reliance on our report by the ultimate purchaser / lender.

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For more information on McGrathNicol visit our website mcgrathnicol.com